

Message Text

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R 142130Z JUN 74

FM SECSTATE WASHDC

TO AMCONSUL HONG KONG

INFO USLO PEKING

UNCLAS STATE 127537

E.O. 11652: N/A

TAGS: BEXP, BFOL, CH

SUBJECT: GLOBAL MARKET RESEARCH - METALWORKING & FINISHING

EQUIPMENT (MFE) - PRC

REF: A. HONG KONG 5410; B. HONG KONG 4871; C. HONG KONG A-80;

D. PEKING 728; E. HONG KONG 5530

1. COMMERCE APPROVES FINAL PAYMENT TO MOBIUS FOR MFE
STUDY ON PRC NOT TO EXCEED HONG KONG DOLLARS FOURTEEN
THOUSAND EIGHT HUNDRED (HK \$14,800) OR ABOUT U.S.
DOLLARS TWO THOUSAND NINE HUNDRED SIXTY
(U.S. \$2,960) AT TIME OF AWARD, INCLUDING ANY PARTIAL
PAYMENTS TO DATE. CHARGE APPROPRIATION 134/51250,
ACCOUNTING CODE K/552/1161-10/12-01/253-01.

2. APPRECIATE HONG KONG AND PEKING COMMENTS ON THIS

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PILOT PRC MARKET RESEARCH ATTEMPT FORWARDED BY

REFS B, C, D, AND E, AS WELL AS MOBIUS EFFORT.
EXPERIENCE WITH MFE STUDY WILL BE INCORPORATED IN
FRAMING FUTURE PROJECTS.

3. IN PREPARATION PUBLICATION ("COUNTRY MARKET SURVEY")
ON MFE IN CHINA WE PLAN USE EXPORT DATA FROM SUPPLIER
COUNTRIES COMPILED IN-HOUSE IN LIEU OF MOBIUS CON-
SUMPTION ESTIMATES, AND DRAW ON AVAILABLE UNCLASSIFIED
U.S. GOVERNMENT DATA ON MACRO ASPECTS CHINESE
ECONOMY. WE WILL RELY ON MOBIUS ASSESSMENT OF MOST
SALEABLE ITEMS, DISCUSSIONS ON END USER INDUSTRY
SECTORS, AND EVALUATION OF DOMESTIC MACHINE TOOL INDUSTRY,
WHICH WE BELIEVE HIS MOST VALUABLE CONTRIBUTION. BELIEVE
WE WILL THUS AVOID PERHAPS OVER DETAILED ESTIMATES INTO
WHICH MOBIUS PUSHED BY NATURE OF RESEARCH SPECIFICATIONS.

4. BELIEVE IN FUTURE PROJECTS IT WILL BE DESIRABLE DRAW
ON U.S. GOVERNMENT AVAILABLE RESOURCES TO PROVIDE RESEARCHER
WITH BASIC ECONOMIC AND TRADE DATA TO PERMIT CON-
CENTRATION ON MEANINGFUL SALES OPPORTUNITIES, END USER
AND DOMESTIC PRODUCTION ASSESSMENT WHICH OBTAINABLE
THROUGH THIRD PARTY AND SUPPLIER INTERVIEWS. HOWEVER,
BELIEVE MFE PROJECT HAS GIVEN US EXPERIENCE FACTOR
AGAINST WHICH WE CAN GUAGE FUTURE EXPECTATIONS. SISCO

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